



Avalere Health, LLC

1350 Connecticut Ave., NW
Suite 900
Washington, DC 20036
Telephone: 202-207-1339
Fax Number: 202-467-4455

<http://www.avalerehealth.net>

Business Size: Small Business



***Mission Oriented Business Integrated Services (MOBIS)
Federal Acquisition Schedule Pricelist
Industrial Group 874, Industrial Class R499***



**AUTHORIZED FEDERAL ACQUISITION SERVICE
MISSION ORIENTED BUSINESS INTEGRATED SERVICES (MOBIS)
SCHEDULE PRICELIST**

Contract Number: GS-10F-0223P

Period Covered by Contract: March 15, 2004 through March 14, 2009

For more information on ordering from Federal Supply Schedules, click on the FAS Schedules button at <http://www.FAS.gsa.gov>.

**General Services Administration
Federal Acquisition Service**

Pricelist current through PS-0003 dated 4/8/2008. On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through GSA *Advantage!*™, a menu-driven database system. The INTERNET address for GSA *Advantage!*™ is: <http://www.gsaadvantage.gov>

CONTENTS

1	CUSTOMER INFORMATION.....	1
2	MOBIS SERVICES	5
3	MOBIS SCHEDULE PRICELIST	10



1 CUSTOMER INFORMATION

1. SPECIAL ITEM NUMBERS (SINS):

a. Table of awarded SINS

SIN 874-1	Consulting Services
SIN 874-3	Survey Services
SIN 874-7	Program Integration and Project Management Services

b. Prices shown in the pricelist are net.

c. Labor category description and pricing are provided in sections 2 and 3.

2. MAXIMUM ORDER: Orders exceeding the maximum order threshold may be placed in accordance with clause I-FSS-125, Requirements Exceeding the Maximum Order.

a. The Maximum Order value for the following Special Item Numbers is \$1,000,000.

SIN 874 1: Consulting Services
SIN 874 3: Survey Services
SIN 874-7: Program Integration and Project Management Services

3. MINIMUM ORDER:

a. The Minimum Order for the following Special Item Numbers is \$300.00

SIN 874 1: Consulting Services
SIN 874 3: Survey Services
SIN 874-7: Program Integration and Project Management Services

4. GEOGRAPHIC COVERAGE: The Geographic Scope of Contract is domestic delivery only.

5. PRODUCTION POINT:

Avalere Health LLC
1350 Connecticut Ave., NW, Suite 900
Washington, DC 20036
Telephone: 202-207-1339 Fax Number: 202-467-4455
<http://www.avalerehealth.net>

6. DISCOUNTS: Prices shown are NET Prices; Basic Discounts have been deducted.

7. QUANTITY DISCOUNT: None



8. **PROMPT PAYMENT:** 0% 30 days from receipt of invoice or date of acceptance, whichever is later.

9. **GOVERNMENT PURCHASE CARDS:**

- a. Contractors are required to accept credit cards for payments equal to or less than the micro-purchase threshold for oral or written delivery orders.
- b. Credit cards will be acceptable for payment above the micro-purchase threshold of \$2,500.

10. **FOREIGN ITEMS:** Not applicable.

11. **DELIVERY SCHEDULE:**

- a. **TIME OF DELIVERY:** The Contractor shall deliver to destination within the number of calendar days after receipt of order (ARO), as set forth below:

<u>SPECIAL ITEM NUMBERS</u>	<u>DELIVERY TIME (DAYS ARO)</u>
SIN 874-1, SIN 874-3 SIN 874-7	As negotiated between Avalere and Ordering Activity and specified on task order.

- b. **EXPEDITED DELIVERY:** As negotiated between Avalere and Ordering Activity.
- c. **OVERNIGHT and TWO-DAY DELIVERY:** As negotiated between Avalere and Ordering Activity.
- d. **URGENT REQUIREMENTS:** As negotiated between Avalere and Ordering Activity.

12. **FOB:** Destination

13. **ORDERING INFORMATION:**

- a. Agencies should address all orders to the following address:

Avalere Health LLC
1350 Connecticut Ave., NW, Suite 900
Washington, DC 20036
Facsimile: 202-467-4455

- b. For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's), are found in Federal Acquisition Regulation (FAR) 8.405-3.



14. PAYMENT INFORMATION:

a. Agencies should address all payments to the following address:

Avalere Health LLC
1350 Connecticut Ave., NW, Suite 900
Washington, DC 20036
Facsimile: 202-467-4455

15. WARRANTY PROVISION:

Avalere Health, LLC's standard commercial warranty applies.

16. STATEMENT CONCERNING AVAILABILITY OF EXPORT PACKING:

Not applicable.

17. TERMS AND CONDITIONS OF GOVERNMENT PURCHASE CARD ACCEPTANCE ABOVE THE MICROPURCHASE THRESHOLD

552.232-77 PAYMENT BY GOVERNMENT COMMERCIAL PURCHASE CARD (MAR 2000) (ALTERNATE I—MAR 2000)

(a) Definitions.

“*Government-wide commercial purchase card*” means a uniquely numbered credit card issued by a contractor under GSA's Government-wide Contract for Fleet, Travel, and purchase Card Services to named individual Government employees or entities to pay for official Government purchases.

“*Oral order*” means an order placed orally either in person or by telephone.

(b) The Contractor must accept the Government-wide commercial purchase card for payments equal to or less than the micro-purchase threshold (see Federal Acquisition Regulation 2.101) for oral or written orders under this contract.

(c) The Contractor and the ordering agency may agree to use the Government-wide commercial purchase card for dollar amounts over the micro-purchase threshold, and the Government encourages the Contractor to accept payment by the purchase card. The dollar value of a purchase card action must not exceed the ordering agency's established limit. If the Contractor will not accept payment by the purchase card for an order exceeding the micro-purchase threshold, the Contractor must so advise the ordering agency within 24 hours of receipt of the order.

(d) The Contractor shall not process a transaction for payment through the credit card clearinghouse until the purchased supplies have been shipped or services performed. Unless the cardholder requests correction or replacement of a



defective or faulty item under other contract requirements, the Contractor must immediately credit a cardholder's account for items returned as defective or faulty.

- (e) Payments made using the Government-wide commercial purchase card are not eligible for any negotiated prompt payment discount. Payment made using a Government debit card will receive the applicable prompt payment discount.

18. TERMS AND CONDITIONS OF RENTAL, MAINTENANCE, AND REPAIR:
Not applicable.

19. TERMS AND CONDITIONS OF INSTALLATION: Not applicable.

20. TERMS AND CONDITIONS OF REPAIR PARTS INDICATING DATE OF PARTS PRICE LISTS AND ANY DISCOUNTS FROM LIST PRICES:
Not applicable.

20a. TERMS AND CONDITIONS FOR ANY OTHER SERVICES: Not applicable.

21. SERVICE AND DISTRIBUTION POINTS: Not applicable.

22. PARTICIPATING DEALERS: Not applicable.

23. PREVENTATIVE MAINTENANCE: Not applicable.

24a. ENVIRONMENTAL ATTRIBUTES: Not applicable.

24b. SECTION 508 COMPLIANCE: Not applicable.

25. DATA UNIVERSAL NUMBERING SYSTEM (DUNS) NUMBER:

10-7190048

26. Contractor HAS registered with the Central Contractor Registration Database.

2. MOBIS SERVICES

SIN 874-1: Consulting Services

Avalere Health provides expert advice, assistance, guidance or counseling in support of agencies' management, organizational, and business improvement efforts. This can include studies, analyses, and reports documenting any proposed developmental, consultative, or implementation efforts. Examples of consultation include, but are not limited to the following.

- Strategic, business, and action planning
- Systems Alignment
- Cycle Time
- High Performance Work
- Process and Productivity improvement
- Leadership Systems
- Performance Measures and Indicators
- Program Audits and Evaluations
- Organizational Assessments

SIN 874-3: Survey Services

Avalere Health provides expert consultation, assistance, and deliverables associated with all aspects of surveying within the context of MOBIS. Contractors shall assist with, and/or perform all phases of the survey process to include, but not limited to the following.

- Planning survey design
- Sampling, survey development
- Pretest and pilot surveying
- Defining and refining the agenda
- Survey database administration
- Assessing reliability and validity of data
- Determining proper survey data collection methodology
- Administering surveys using various types of data collection methods
- Analyses of quantitative and qualitative survey data

Production of reports to include, but not limited to the following.

- Description and summary of results with associated graphs, charts, and tables
- Description of data collection and survey administration methods
- Discussion of sample characteristics and the representative nature of data
- Analysis of non-response; and briefings of results to include discussion of recommendations and potential follow-up actions

Sin 874-7: Program Integration and Project Management Services

Avalere Health provides services in management or integration of programs and projects. These services include, but are not limited to the following.

- Program management
- Program oversight
- Project management
- Program integration

Job Title	Principal Duties	Education/Experience
President	The President has overall responsibility for strategic direction and oversight and financial integrity of client services. Accountable to the client for budget and cost control measures, used in the delivery of products and services. Facilitates meetings with senior government personnel, where appropriate, to assist in modeling and directing strategic practices of all contract personnel. Has broad consulting skills and experience and externally recognized policy and business expertise.	<ul style="list-style-type: none"> • Graduate degree and 15+ years of relevant work experience. • Previous leadership experience on an organization wide scale.
Senior Vice President	The Senior Vice President provides senior leadership and oversight of large, complex, and sensitive program efforts when consulting with and coordinating with agencies to provide strategic program services. Oversees firm operations and personnel to ensure appropriate staffing and support for projects. Oversees contractual and operational obligations. Has broad consulting skills and experience. Has externally recognized policy and business expertise. Oversees and provides expert consulting services on budgeting, staffing, and strategic planning.	<ul style="list-style-type: none"> • Graduate degree and 15+ years of relevant work experience. • Previous leadership experience on an organization wide scale.
Vice President	The Vice President is responsible for top -level project oversight and quality assurance, including staffing, budgeting, and strategic planning. Serves as the senior client contact for government contracts. Works in conjunction with senior clientele to ensure overall project direction and expectations are being met. Has broad consulting skills and experience. Has externally recognized policy and business expertise. Consults extensively with clients or other members of the firm on areas of expertise.	<ul style="list-style-type: none"> • Graduate degree and 10+ years of relevant work experience. • Previous leadership and business development experience.

Job Title	Principal Duties	Education/Experience
Director I	Manages division staff and projects. Manages contractual oversight of staff and projects. Leads project teams in the production of deliverables. Oversees multiple project budgets. Manages client expectations and navigates requests for additional client work. Oversees project quality assurance and ensures projects appropriately address strategic client needs. Has deep policy expertise. Manages complex client issues. Supervises, trains, and mentors junior staff members.	<ul style="list-style-type: none"> • Graduate degree and 7-9 years of relevant work experience, or: • Undergraduate degree and 9-12 years of relevant experience.
Senior Manager	Leads project teams in the production of deliverables. Works on complex client issues and ensures timely deliverables. Drafts and reviews complex deliverables. Manages client expectations and navigates requests for additional client work. Expert in multiple policy content areas. Supervises, trains, and mentors junior staff members.	<ul style="list-style-type: none"> • Graduate degree and 5-7 years of relevant work experience, or: • Undergraduate degree and 7-9 years of relevant experience.
Manager	Manages projects. Draft deliverables. Serves as the day-to-day client contact. Develops scopes of work and budgets. Serves as supervisor or mentor to junior staff. Has strong working knowledge in subject area.	<ul style="list-style-type: none"> • Graduate degree and 3-5 years of relevant work experience, or: • Undergraduate degree and 4-5 years of relevant experience.
Senior Associate	Provides in-depth research and background development for an array of topics. Works extensively with senior management to develop client deliverables. Develops analytic models and synthesizes research findings. Has foundation level knowledge in subject matter.	<ul style="list-style-type: none"> • Graduate degree and 1-2 years of directly relevant work experience, or: • Undergraduate degree, and 2 years of directly relevant work experience.
Associate	Performs qualitative and quantitative research. Provides basic research and background support for all projects. Assists with the development and execution of projects.	<ul style="list-style-type: none"> • Graduate degree, or: • Undergraduate degree, and 1-2 years of work experience.
Administrative	Provides administrative support to designated projects and staff.	<ul style="list-style-type: none"> • Undergraduate degree, or: • 3+ years of administrative work.
Director	Oversees all work and takes corrective action as necessary to ensure project success. Manages staffing, budget, prioritization, and other personnel matters. Oversees and encourages professional development and training for internal staff. Directs the performance of all projects in business	<ul style="list-style-type: none"> • Bachelor's degree and seven years of industry experience or equivalent, or: • Masters degree and five years of experience or equivalent experience in health policy or

Job Title	Principal Duties	Education/Experience
	<p>practice area. Oversees client portfolio, communicates with client, and provides guidance for structuring project components and endpoints. Prepares and maintains the practice area's project schedule and budget. Prepares and delivers status reports to the President.</p>	<p>related field.</p> <ul style="list-style-type: none"> • Experience in managing complex projects, supervising team members, establishing and maintaining budget control, maintaining quality control, and business development. • Exhibits ability to lead and establish direction for individual client projects and internal organizational controls.
<p>Senior Consultant</p>	<p>Provides technical direction and guidance to team members, delegates and monitors each phase of the project, and coordinates output and ensures the technical and substantive adequacy of the end product. Designs and directs project specifications and tasks to be performed by team members, defines target dates of tasks and subtasks. Has full technical knowledge of all necessary phases of the assigned project. Works with management to provide direction and status. Interprets policies, guidelines, and procedures as appropriate for the purposes of the project.</p>	<ul style="list-style-type: none"> • Bachelor's degree and two years of industry experience or equivalent, or: • Masters degree. • Experience in health policy or related field. • Experience in managing complex projects, supervising team members, establishing and maintaining budget control, maintaining quality control, and business development.
<p>Consultant</p>	<p>Provides technical direction and guidance to team members, supports senior staff and aids in the monitoring of each phase of the project. Designs and directs project subtasks. Has full knowledge of all necessary phases of the assigned project. Works with management to provide direction and status. Interprets policies, guidelines, and procedures as appropriate for the purposes of the project.</p>	<ul style="list-style-type: none"> • Bachelor's degree. • Experience in health policy or related field. • Experience in managing complex projects, coordinating team members, establishing and maintaining budget control, maintaining quality control, and business development.
<p>Research Analyst</p>	<p>Prepares project deliverables, provides research support for consultant and senior team members.</p>	<ul style="list-style-type: none"> • Bachelor's degree or four years of industry experience. • Experience in health policy or related field. • Experience working on multiple complex projects

Job Title	Principal Duties	Education/Experience
		<p>concurrently, coordinating team members and maintaining quality control. Able to conduct primary and secondary research. Able to use Word, Excel and other standard office programs. Able to manage multiple tasks and finish to completion. Responsible for discrete portions of the project at the direction of senior staff.</p>



3. PROPOSED MOBIS SCHEDULE PRICELIST

The following labor categories became effective April 8, 2008.

SIN	Description	GSA Price	Delivery Commence
SIN 874 - 1 SIN 874 - 3 SIN 874 - 7	President	\$340.00	TBD/ Agency and Contractor
SIN 874 - 1 SIN 874 - 3 SIN 874 - 7	Senior Vice President	\$340.00	TBD/ Agency and Contractor
SIN 874 - 1 SIN 874 - 3 SIN 874 - 7	Vice President	\$295.00	TBD/ Agency and Contractor
SIN 874 - 1 SIN 874 - 3 SIN 874 - 7	Director I	\$280.00	TBD/ Agency and Contractor
SIN 874 - 1 SIN 874 - 3 SIN 874 - 7	Senior Manager	\$250.00	TBD/ Agency and Contractor
SIN 874 - 1 SIN 874 - 3 SIN 874 - 7	Manager	\$220.00	TBD/ Agency and Contractor
SIN 874 - 1 SIN 874 - 3 SIN 874 - 7	Senior Associate	\$170.00	TBD/ Agency and Contractor
SIN 874 - 1 SIN 874 - 3 SIN 874 - 7	Associate	\$140.00	TBD/ Agency and Contractor
SIN 874 - 1 SIN 874 - 3 SIN 874 - 7	Administrative	\$85.00	TBD/ Agency and Contractor



The following labor categories became effective March 15, 2004.

SIN	Description	GSA Price	Delivery Commence
SIN 874 - 1 SIN 874 - 3 SIN 874 - 7	Director	\$195.00	TBD/ Agency and Contractor
SIN 874 - 1 SIN 874 - 3 SIN 874 - 7	Senior Consultant	\$160.00	TBD/ Agency and Contractor
SIN 874 - 1 SIN 874 - 3 SIN 874 - 7	Consultant	\$130.00	TBD/ Agency and Contractor
SIN 874 - 1 SIN 874 - 3 SIN 874 - 7	Research Analyst	\$75.00	TBD/ Agency and Contractor

Note 1: All prices include the Industrial Funding Fee, currently set at .75%.

Note 2: Travel and expenses associated with services performed at the end user's site are not included and shall be invoiced separately on an open market basis as incurred.